



## Fortinet Partner Update 11'2017 r2

News and changes with Q4'2017 Fortinet price list.

### Important Pricelist Changes

- ▶ **Summary of Changes and Update on new price list**
  - **Product additions** have been made to the following product families: Accessories, FortiADC, FortiCloud, FortiGate, FortiSwitch, FortiVoice, FortiWeb, and Wireless
  - **Price increase of all 5 Yr HW+Bundle**, Bundle and Service SKUs (cat. A, B, F, E, C) for products introduced before 17Q3.
  - **Price changes** have also been made to the following product families: FortiCam, FortiDDoS, FortiExtender, FortiGate, FortiVoice, FortiWifi, and Wireless
  - **New Service:** HW bundle Upgrade from **24x7** to FortiCare **360** Contract (like HW bundle Upgrade 8x5 to 24x7)
  - **Name Change of Bundle to:** Enterprise Protection, UTM Protection, Threat Protection
  - **Threat Protection now only available on High-End FortiGate models (> 1000)**

### Fortinet HOT Promotions at ALSO

- ▶ **Fortinet Integrated WLAN Promo (FortiAP 221C)**

Name	SKU	Quantity	Discount
AP Pack "Small"	FAP-221C-Promo-S	10	52%
AP Pack "Medium"	FAP-221C-Promo-M	20	55%
AP Pack "Large"	FAP-221C-Promo-L	30	58%
AP Pack "XLarge"	FAP-221C-Promo-XL	70	60%
FortiCare 24x7 – 3 years	FC-10-P0225-247-02-36		40%

Conditions: Quantity per pack cannot be altered. Fortinet reserves the right to alter, extend or terminate this program at any time. This program cannot be combined with any other offer or promotion.  
Promotion valid for purchase until December 22<sup>nd</sup>, 2017

- ▶ **Fortinet ATP Promo (Sandbox Cloud Service) for SMB**

For the 4<sup>th</sup> time in a row, Fortinet Sandbox earns [NSS Labs BDS](#) recommendation. Download the [NSS Labs BDS report](#) and [Security Value Map](#).

**Upsell** FortiGate with **FortiCloud Sandbox Service** to give your customer the Advanced Threat Protection they need with the **special promotion until December 22<sup>nd</sup>, 2017**

Name	SKU	Discount
FortiCloud Sandbox Service	ATP Promo for FortiGate	50%

The discount applies to all FortiGate models. Please mention the FortiGate model.

- ▶ **Fortinet Cloud Management Promo for SMB**

**Upsell** FortiGate with [FortiCloud Management, Analysis and 1 Year Log Retention](#) to give your customer the possibility to manage the FortiGate in the cloud and to keep logs for 1 year with the **special promotion until December 22<sup>nd</sup>, 2017**.

*FortiCloud Management includes Sandbox analysis (see promo above)*

Name	SKU	Discount
FortiCloud Management, Analysis and 1 Year Log Retention	FortCloud Mgmt Promo for FortiGate	50%

The discount applies to all FortiGate models. Please mention the FortiGate model.



## New FortiGate Products

### ► FortiGate [300E](#) and [500E](#) now available

Firewall	IPS	NGFW	Threat Protection	Interfaces
32 Gbps	5 Gbps	3.5 Gbps	3 Gbps	Multiple GE RJ45 and GE SFP Slots
Firewall	IPS	NGFW	Threat Protection	Interfaces
36 Gbps	5.2 Gbps	5 Gbps	4.7 Gbps	Multiple GE RJ45, GE SFP and 10 GE SFP+ Slots

## New Wireless Products

### ► New Access Point (E-Version)

- FAP-221E, FAP-222E, FAP-223E, FAP-421E, FAP-423E
- FAP-U221EV, FAP-U223EV, FAP-U422EV (Universal AP)

## FortiCare Support & Service Options Matrix

### ► Support Matrix

FortiCare	Support		Advanced Services Technical Support			Services	
	Device-based		Account-based				
	8x5	24x7	360*	Business	First	Global First	Professional Services
Phone/Chat/Web Support	M-F 8am – 5pm	24x7x365	24x7x365				
Direct Access to ASE	-	-	✓	Designated ASE	Lead ASE	Lead ASE Per Region	SOW
Device Performance Review	-	-	12/yr	2/yr	4/yr	4/yr	
Device Performance Advice	-	-	✓	✓	✓	✓	
Device Configuration Advice	-	-	-	✓	✓	✓	
Proactive Event Notification	-	-	✓	-	-	-	
Root Cause Analysis	-	-	-	(P1)	(P1/P2)	(P1)	
Account Plan	-	-	✓	-	✓	✓	
NSE 4 Training & Certification	-	-	-	3	5	15	
NSE 5 Training & Certification	-	-	-	3	5	15	
Advanced Services Points	-	-	-	6	16	48	

\* FortiCare 360 eligible FortiGate, FortiGate VM, & FortiWiFi Devices Only

## Product Life Cycle Information

### ► Visit the [Support Portal](#) (via Partner Portal) for complete Life Cycle Information

- Product Life Cycle Status by product family, [click here](#).
- Or visit our Fortinet Media Wiki pages!
- Extract of FortiGate EOO list:

Product	End of Order Date (EOO)	Last Service Extension Date (LSED)	End of Support Date (EOS)
FortiWiFi-90D-POE	16.07.2018	16.07.2022	16.07.2023
FortiGate-80C	14.01.2018	14.01.2022	14.01.2023
FortiGate-80CM	14.01.2018	14.01.2022	14.01.2023
FortiGate-7040E-1	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-1/2/3/4/5/6-USG	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-2	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-3	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-4	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-5	14.12.2017	14.12.2021	14.12.2022
FortiGate-7040E-6	14.12.2017	14.12.2021	14.12.2022
FortiGate-5001C-USG	29.11.2017	29.11.2021	29.11.2022
FortiGate-90D-USG	29.11.2017	29.11.2021	29.11.2022
FortiWiFi-90D-USG	29.11.2017	29.11.2021	29.11.2022
FortiGate-3040B-DC	23.11.2017	23.11.2021	23.11.2022
FortiGate-80CM-G	23.11.2017	23.11.2021	23.11.2022
FortiWiFi-80CM-G	23.11.2017	23.11.2021	23.11.2022
FortiWiFi-80CM-G	23.11.2017	23.11.2021	23.11.2022
FortiGate-VM (Hypervisor-specific SKUs)	31.10.2017	31.10.2021	31.10.2022
FortiGate-280D-POE-USG	15.10.2017	15.10.2021	15.10.2022
FortiGate-7060E-1	15.10.2017	15.10.2021	15.10.2022
FortiGate-7060E-3	15.10.2017	15.10.2021	15.10.2022

### Extract of FortiOS EOO:

Software Version	Release Date (GA)	End of Engineering Support Date (EOES)	End of Support Date (EOS)
5	01.11.2012	01.11.2015	01.05.2017
5.2	13.06.2014	13.06.2017	13.12.2018
5.4	21.12.2015	21.12.2018	21.06.2020
5.6	30.03.2017	30.03.2020	30.09.2021



## ALSO Cyber Security Team

Our team has new members. See picture below!



**Alain Tanner**  
Head of Business  
Unit Security



**Pirmin Roos**  
Business  
Development  
Manager Security



**Ivo Tibolla**  
Business  
Development  
Manager Security



**Bruno Gujer**  
Business  
Development  
Manager Security



**TBH**  
Business  
Development  
Manager Security



**Sandro Amrein**  
Product Manager  
Fortinet



**Marko Markovic**  
Product Manager  
Sophos



**Enes Uysal**  
Product Manager  
Check Point  
1.12.2017



**Christian Huber**  
Technical  
Consultant



**Martin Ruesch**  
Technical  
Consultant



**Philipp  
Hintermann**  
Technical  
Consultant



**TBH**  
Technical  
Consultant



**Patrizia  
Warmuth**  
Inside Sales



**Tina Imfeld**  
Inside Sales



**Virginia Bürge**  
Inside Sales



**Irma Walti**  
Marketing  
Consultant



fortinet-ch@also.com  
<https://fortinet.also.ch>



sophos-ch@also.com  
<https://sophos.also.ch>



checkpoint-ch@also.com



eset-ch@also.com



securityinnovation-ch@also.com

## ALSO Fortinet Micro Site & Technical FAQ (Wiki)

- ▶ **Fortinet related online information managed by our Technical Consultant**
  - Fortinet Micro Site (<https://fortinet.also.ch>)
  - Fortinet Technical Wiki (<https://fortinet.also.ch/wiki>)

## Product Matrix and Licensing Guides

- ▶ **Fortinet Licensing Guide V.4 from ALSO** visit our page: <https://fortinet.also.ch>
- ▶ **FortiAP-Wireless-Product Matrix**
- ▶ **FortiGate Product Matrix**